

A STORY OF CONTROL

7 PARTS

1. CENTURY OF SERVICE

Founded in 1919, Standard Motor Products (SMP) manufactures and distributes more than 300K after-market auto parts to North America's largest retailers and distributors and customers worldwide.

2. ADDING FACILITIES, CUSTOMERS

Organic and acquisition growth expanded the SMP network, adding locations with established processes and transportation service providers, and little motivation to change.

3. THE SMP WAY

Family-owned and lean-minded, SMP sought a uniform transportation procurement process for all facilities. Diverse practices used across 15 global locations and a slow-moving bill-pay vendor clouded visibility to LTL transactional activities and costs.

4. VISIBILITY AND CONTROL

SMP partnered with a Supply Chain Master to establish a Control Tower solution supported by best-in-class TMS and freight invoice audit and payment. Compliance report cards validate least-cost carrier compliance. Big-picture analysis reveals cost/service improvement opportunities across all modes.

5. IMMEDIATE IMPACT

Transportation Insight's expert LTL team implemented procurement strategy, optimized service agreements and eliminated recurring practices that drive up cost.

- **\$2.1 million** in LTL line haul savings
- **\$1.3 million** in invoice error corrections
- **\$800,000+** in fuel surcharge avoidance

SMP has established 90% compliance across inbound, outbound and intra-company shipments.

6. DIGITAL DEMAND

SMP responds to 4-5K emergency requests per day, filling online orders from retailers and distributors with hard-to-find auto parts delivered direct to stores, warehouses and the end consumer's home.

7. CONTINUOUS IMPROVEMENT

SMP's solution evolves through ongoing performance analysis and a roadmap for improvement, ready for execution on the organization's timeline. Turning attention to Parcel Service Optimization, SMP achieved more than \$500,000 in immediate parcel spend savings and improved customer experience.



“With our facilities operating independently, that is a hard, hard habit to break without statistics and analytics. We go back to them on a weekly and monthly basis and show our team what those decisions are costing us as a corporation.”

“We were experiencing a significant amount of ancillary charges. Gaining awareness of those charges and our opportunities to control them is something that has been really beneficial in our in our relationship with TI.”

“We have an extension of our staff at Transportation Insight. They may be under the TI umbrella, but that person really works for SMP and is accessible to SMP.”

